



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Aviation REVERSE AUCTION PROGRAM

Industry Day Briefing

19 April 2016



Objectives

To Discuss:

- Reverse Auction Overview
- Highlight of Procurex Tool



Why Reverse Auction?

- Reverse Auction is a pricing tool
 - Allows offerors to submit real-time, electronic bids in response to competitive solicitations during the negotiation phase
- Reverse Auction establishes the final price offered
 - Does not change the evaluation or award process



Overview

- The Reverse Auction tool may be used in a wide range of circumstances including:
 - Pricing of competitive commercial and non-commercial items
 - Long term and one time buys
 - Competing Delivery Orders
- Used in acquisitions > \$150K
 - Fully Competitive or Multiple Sources identified
 - Two or more acceptable offers



Overview (Continued)

- Requirements of the Reverse Auction Provision 52.215-9023(d):
 - Offerors agree to participate in the auction
 - Prices may be publicly disclosed during the auction
 - Identities will remain anonymous
 - Offerors are not required to revise their price during the auction
- Exceptions to the Reverse Auction Provision
 - Written exceptions render the proposal unacceptable, or bids non-responsive
 - Offer will not be evaluated further



Overview (Continued)

- Offered Prices:
 - Lowest price is disclosed to all auction participants
 - Number of participants is not disclosed
 - Identities will remain anonymous
- Offers of the Same Price:
 - Reverse Auction tool identifies the 'Lead' / 'Not-Lead'
 - Lead offeror sees only their bid; Not-Lead will see the identical price
 - Lead offeror is considered the low bid
 - DLA revised provision to prohibit tie offers / bids



Overview (Continued)

- After the Auction:
 - Final Offered Prices will be used
 - All Evaluation Factors will be utilized as cited in the solicitation
 - Award decision will be based on the “Best Value” to the Government, not always the lowest offered price.
- Source Selection process is not changed



Highlights of the Reverse Auctioning Pricing Tool (RAPT)

“Procurex Inc RAPT”



DLA Aviation



Accessing Procurex Sourcing Site

- Navigate to dla.procurexInc.com
 - Login by entering your email and password
 - If you want to register in advance, you may do so at the Procurex website -“Register Your Company”
 - See Seller ‘Software Training’ Guide for more instructions
- *Reminders:*
 - Allow for Procurex emails to come to your inbox—prevent them from going to SPAM Email updates will be sent when changes are made to a scheduled auction



Accessing Procurex Sourcing Site

- Buyers may load you in advance to invite you to an auction
- The initial Procurex Inc. email invitation will:
 - Notify you of an event
 - The buyers personal invitation code will be included in the email, which enables Procurex to inform you via email once they approve you as a new supplier.
 - At this point you will receive an email from Procurex providing you with a temporary password which you can use to log into the system for the first time.



From: ProcurexInc.com Administrator [mailto:admin@ProcurexInc.com]
Sent: Wednesday, July 1, 2015 2:48 PM
To: c.111schmidt@ce.com
Subject: ProcurexInc.com Registration - Approved



Your company has been approved on the DLA's Procurex sourcing system. If you did not register your company yourself, the DLA has registered your company for you, using the email address they have on file, from a Solicitation response, Cage Code, and data from the System for Award Management (SAM).

The DLA uses the Procurex Reverse Auction Pricing Tool (RAPT) system (dla.procurexinc.com) to conduct Reverse Auctions among the respondents to Bid Solicitations. A Reverse Auction is an online live competitive pricing event to enable bidders to compete for to win DLA awards in a fair and transparent fashion.

OVERVIEW OF THE DLA REVERSE AUCTION PROCESS:

When a DLA Reverse Auction is created, you will receive a separate email with instructions for how to bid. (Please ensure that your email system has @procurexinc.com as an approved sender to ensure proper receipt to your In Box and not blocked as Spam or placed in your Junk Mail folder.) Your Solicitation response price(s) will be pre-entered by the DLA Buyer as part of the event set up. In the Reverse Auction event, you will be able to view your bid and the Lowest Bid submitted among all respondents. During the live reverse auction, you will be able to reduce your bid price as many times as you wish as the auction progresses in order to maximize your chance of winning the award. You must login and Accept the Reverse Auction Event invitation in order to view the details of the event - date and time of the live Reverse Auction, the line item(s), your initial bid price, the lowest bid submitted among all bidders thus far, and all other parameters of the event.

There is no cost at all to use the DLA Procurex RAPT and no "winning bidder" fee.

Our goal is to make your experience with Procurex as easy as possible.

Set your password using following link : <http://dla.procurexinc.com/Registration/111UpdatePassword.aspx?code=60f5ce12-f3dd-4028-9766-1f81d887f9b6>

To login, use your email address (c.111schmidt@ce.com) and password you set using above link.



Registering as a New Supplier

Procurex

Email Address

Password

Login

[I forgot my password...](#)

[New Vendor? Click here to register.](#)

- First time log on to Procurex click the New Vendor? Link
- If not the first time Use your email and password to log in



Registering as a New Supplier

Procurex

Company Registration : Step 1 of 2

Note: **Bold** items are required fields

Company Name:

Duns Number:

The **Duns** number must be numeric and either 9 or 13 digits long. It may not contain any punctuation.

Cage Code:

The **Cage Code** must be alphanumeric and be 5 characters long.

If you were invited by a buyer to register, enter the code you received below. Otherwise leave this box blank.

Personal Invitation Code:

Country:

State/Province:

The **State/Province** field is required only if your company resides within the United States.

Street Address:

City:

Zip/Postal Code:

The **City** and **Zip/Postal Code** fields are required only if your company resides within the United States.

Fax Number:

Phone Number:



Navigating within the Procurex Site

- Once you login to the website, familiarize yourself with the site by reviewing the training tutorials that are available.
 - View “Training Tools” by selecting “Seller Software Training”
 - This is a Vendor/Supplier User Guide brief that will provide instructions in submitting bids (instructions show sample auction and may not reflect exact screens used in Aviation auctions)
- To Bid in an event, go to the “Event Tools”
 - Select “Accept/View/Bid in Events”
 - Select your auction of choice (i.e. solicitation number)
 - View parameters and terms of the auction



Navigating within the Procurex Site

(continued)

- To allow additional users from your company to have access to the auction, go to “Administration” on the home page after you log in:
 - Select “Maintain my company users” to add additional contacts
- If you have questions regarding the following:
 - Solicitation—contact the buyer.
 - Auction—contact the Primary Point of Contact listed in Contacts
 - DLA Aviation’s Reverse Auction Program - dlaavnrevauc@dla.mil



Adding New or Additional Users


[Home](#) | [Help](#) | [Log Out](#)

DLA Demo Vendor 3

[Portal](#) ▾ [Procurex](#) ▾ [Profile](#)

September 24, 2015 -- 14:10 EST

Welcome, Fred Francis

[Change Procurex Account Options](#)

Administration

- [MAINTAIN MY COMPANY USERS](#)
- [MODIFY MY COMPANY PROFILE](#)
- [MODIFY GENERAL INFORMATION:](#)
 - [MANAGE CAGE CODES](#)
 - [CLASSIFICATION CODES](#)
 - [SEARCH KEYWORDS](#)
 - [SEARCH CATEGORIES](#)

Training Tools

Training

- [SELLER SOFTWARE TRAINING](#)

Event Tools

Seller

- [ACCEPT/VIEW/BID IN EVENTS](#)
- [VIEW A COMPLETED EVENT](#)
- [VIEW ADVERTISED EVENTS](#)
- [VIEW QUESTIONNAIRES](#)

Spread the Word About Procurex!

- DO YOU THINK YOUR COMPANY COULD BENEFIT FROM USING PROCUREX? SEND AN [E-MAIL](#) TO YOUR PURCHASING MANAGER TO RECOMMEND THIS EASY-TO-USE, AFFORDABLE TOOL THAT CAN HELP YOUR COMPANY SAVE TIME AND REDUCE THE COST OF PURCHASED MATERIALS. [CLICK HERE TO SEND AN E-MAIL.](#)

Click on "Maintain My Company Users" link located under the "Administration" section to allow additional users from your company to have access to the auction.



Adding New or Additional Users

Note:

- **Bold** items accompanied by asterisks (*) are required fields

Company: DLA Demo Vendor 3

First Name: *

Last Name: *

Salutation:

Position:

Address:

City:

State/Province:

County:

Zip/Postal Code:

Country:

Phone Number: * (eg. 555-555-5555)

Fax Number: (eg. 555-555-5555)

Email Address: *

Permissions:

- Company Administrator
- Procurex Seller
- Procurex Viewer
- View Dashboard
- View Linked Accounts



Procurex Screen Shots



[Home](#) | [Help](#) | [Log Out](#)

DLA Demo Vendor 4

Portal ▾ Procurex ▾ Profile

October 24, 2012 -- 16:54 EST

Notes:

- To sort the list of events, click on the column header that you wish to sort by.
- To reverse the sort order, click on the same column header again.

Current Events

Event Status	Type	Response	Number	Event Name	Company	Pre-bid Start Date	Pre-bid End Date	Start Date
Activated	AUCTION	No Answer	[00018-00062]	Training 10/26/2012 GCP	DLA Aviation	n/a	n/a	10/26/2012 11:00 (EST)
Suspended	AUCTION	Accepted	[00018-00117]	SPM400Training 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 10:55 (EST)
Suspended	AUCTION	Accepted	[00018-00118]	Test Fixed auction 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 11:15 (EST)
Activated	AUCTION	No Answer	[00020-00003]	Supervisory KOs (Training Event)	DLA Distribution	n/a	n/a	10/25/2012 09:30 (EST)
Suspended	AUCTION	No Answer	[00021-00007]	SP0600-13-R-XXXX Mock (Training Event)	DLA Energy	n/a	n/a	10/05/2012 10:41 (EST)
Suspended	AUCTION	No Answer	[00022-00009]	Miscellaneous Parts PR # 0012345678 SPM7MC-12-Q-1234 (Training Event)	DLA Land and Maritime	n/a	n/a	09/13/2012 13:45 (EST)

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For comments and questions email service@Procurexinc.com. You may also contact us by phone at 1-866-412-7161 (toll free).

Note: This site uses pop-up windows for functionality purposes. Pop-up blockers could cause needed windows to not appear. Please disable your pop-up blockers for our site.

You are viewing the dla.procurexinc.com reverse auction portal powered by www.Procurexinc.com

- **After selecting “Accept/View/Bid in Events”, select the specific “EVENT NAME” you want to bid in; usually titled by solicitation number**



Procurex Screen Shots

[00018-00062] Training 10/26/2012 GCP for DLA Aviation

AuctionParameters

- Split Lot
- View Lead/Not Lead Bidder
- View Lowest Bid
- Automatic Extensions - Low Bid Only
- Allow Bids Greater Than Starting Price

Page Last Refreshed 10/24/2012 17:03:07(EST)

Bidding Starts On: 10/26/2012 11:00 (EST)

Scheduled End Time: 10/26/2012 11:30:00 (EST)

Current End Time: 10/26/2012 11:30:00 (EST)

Bids in last 2 minute(s) extend auction by 3 minute(s)

Accept Training 10/26/2012 GCP Invitation

Note: Before you will be allowed to place any bids you must have read and agreed to the [Terms and Conditions](#)

I have read and agreed to the [Terms and Conditions](#)

Note: The following choices determine whether your company will participate in the Training 10/26/2012 GCP.

- We will participate in this Auction
- We will not participate in this Auction
- We will advise (I understand I have until the time bidding starts for this Auction to make my decision)

Company Comments:

Save Response

- Review Auction Parameters
- View and agree to the Terms and Conditions
- Select if you will participate



Procurex Screen Shots

DLA Demo Vendor 4

[00018-00062] Training 10/26/2012 GCP for DLA Aviation

AuctionParameters

- Split Lot
- View Lead/Not Lead Bidder
- View Lowest Bid
- Automatic Extensions - Low Bid Only
- Allow Bids Greater Than Starting Price

Page Last Refreshed 10/24/2012 17:05:56(EST)

Bidding Starts On: 10/26/2012 11:00 (EST)

Scheduled End Time: 10/26/2012 11:30:00 (EST)

Current End Time: 10/26/2012 11:30:00 (EST)

Bids in last 2 minute(s) extend auction by 3 minute(s)

Tasks: [View Your Bids](#) | [View Contact](#) | [View Terms](#) | [Event Documents](#) | [View Comments](#) | [Broadcast Log](#) | | [Help](#)

Time remaining until end of auction

You have bid 1 times.

Last Message: [Chat](#)

Time Remaining
Days: 1 18:23:51

Item	Qty	UoM	Start Price	Previous Bid Price	Previous Ext. Bid Price	Min Dec	New Bid Price	Notes
9999-99-999-1234 Clin 0001	1,000.00000	EA	100.00000			0.50000	<input type="text"/>	add
9999-99-999-1234 CLIN 0002	500.00000	EA	150.00000			0.50000	<input type="text"/>	add
9999-99-999-1234 Govt FAT	1.00000	TE	1.00000			0.01000	<input type="text"/>	add

Currency: USD Total Bid Value: 0.00000

Lead bid Price

Bid entry field

[Preview Bid](#) [View Auction Status](#) [Reset](#) [Close](#)

- View Start Price which may be the lead bid price
- View Tasks for additional information, such as:
 - View Your Bids
 - View Contacts (included Primary POC)
 - View terms of the auction

- Auction Status allows you to see your prices in comparison to the Lead bid Price



Procurex Screen Shots

[00018-00062] Training 10/26/2012 GCP for DLA Aviation

Event Status for Training 10/26/2012 GCP - Powered by ProcurexInc.com - Windows Intern...

https://dla.procurexinc.com/Login/DynaQuote/Seller/Dialogs/EventStatus.aspx?EventID=168

DLA Demo Vendor 4

Bidding in this event starts on 10/26/2012 11:00 (EST).

[00018-00062] Training 10/26/2012 GCP for DLA Aviation

Page Last Refreshed: 10/24/2012 17:11:23 (EST) Bidding Starts On: 10/26/2012 11:00 (EST)
 Bidding Ends On: 10/26/2012 11:30:00 (EST)
 0 Minute Auto Extension

You have bid 1 times. **Time Remaining**
Days: 1 18:18:13

	Your Bid	Lowest Bid	Position
9999-99-999-1234 Clin 0001			NOT LEAD
9999-99-999-1234 CLIN 0002			NOT LEAD
9999-99-999-1234 Govt FAT			NOT LEAD

Currency: USD Total Bid Value: 0.00000

Refresh Close

Note: Data were calculated based on last refresh. Click 'Refresh' to get updated information.

This page automatically refreshes every 30 seconds
 (Last refreshed on 10/24/2012 17:11:23 EST)

Page Last Refreshed 10/24/2012 17:05:56(EST)
 Bidding Starts On: 10/26/2012 11:00 (EST)
 Scheduled End Time: 10/26/2012 11:30:00 (EST)
 Current End Time: 10/26/2012 11:30:00 (EST)
 Bids in last 2 minute(s) extend auction by 3 minute(s)

Chat **Time Remaining**
Days: 1 18:18:13

Part Price	Previous Bid Price	Previous Ext. Bid Price	Min Dec	New Bid Price	Notes
100.00000			0.50000	<input type="text"/>	add
150.00000			0.50000	<input type="text"/>	add
1.00000			0.01000	<input type="text"/>	add

Total Bid Value: 0.00000

Preview Bid **View Auction Status** Reset Close

- View Auction Status opens up another window showing your position of 'Lead' or 'Not Lead'



Procurex Screen Shots

- 3 Steps to Bid:

- 1) Input your price(s)
- 2) Select "Preview Bid" to verify prices
- 3) Click "Place Bid"

Start Price	Previous Bid Price	Previous Ext. Bid Price	Min Dec	New Bid Price	Notes
100.00000			0.50000	<input type="text" value="120.00"/>	add
150.00000			0.50000	<input type="text" value="165.00"/>	add
1.00000			0.01000	<input type="text" value="300.00"/>	add
Total Bid Value: 0.00000					

	Qty	UoM	Start Price	Previous Bid Price	Min Dec	New Bid Price	Total Bid Price	Notes
	1,000.00000	EA	100.00000		0.50000	120.00000	120,000.00000	
	500.00000	EA	150.00000		0.50000	165.00000	82,500.00000	
	1.00000	TE	1.00000		0.01000	300.00000	300.00000	
Total Bid Value: 202,800.00000								

Press "Place Bid" to save your bid.

- In order to submit your price you must *Note: An error message may appear at bottom of page, e.g. price entered did not meet minimum decrement or price entered is higher than your initial offer. If so re-enter the correct price, preview, and place bid again.*



Procurex Screen Shots

- Automatic Extensions may occur if lead bids are submitted within the last few minutes of the auction
- Once the bids have stopped and the auction has ended, it will show as completed
- Status of Auction: 'Time Remaining', 'Suspended', or 'Event Complete'

Time Remaining
2:21:26

The Event Is Suspended

Event Complete

Place Event Bid for (SPM40012RMOCK) - Powered by ProcurexInc.com - Windows Internet Explorer

https://dla.procurexinc.com/Login/DynaQuote/Seller/Dialogs/AuctionBid.aspx?EventID=43&EventType=Auction

DLA Demo Vendor 1

[00018-00012] SPM40012RMOCK for DLA Aviation

AuctionParameters Page Last Refreshed 09/10/2012 12:24:47(EST)

- Split Lot
- Automatic Extensions
- View Lead/Not Lead Bidder
- Allow Bids Greater Than Starting Price

Bidding Starts On: 09/10/2012 12:15 (EST)
 Scheduled End Time: 09/10/2012 12:25:00 (EST)
 Current End Time: 09/10/2012 12:25:00 (EST)
 Bids in last 1 minute(s) extend auction by 2 minute(s)

Tasks: [View Your Bids](#) | [View Contact](#) | [View Terms](#) | [Event Documents](#) | [View Comments](#) | [Broadcast Log](#) | [Help](#)

You have bid 1 times. Last Message: [Chat](#) **Event Complete**

Item	Qty	UoM	Start Price	Previous Bid Price	Previous Ext. Bid Price	Min Dec	New Bid Price	Notes1
Mock Item: Widget 0001	100.00000	EA	1,000.00000	1,000.00000	100,000.00000	5.00000	1000.00000	add
Mock Item: Widget 0002	150.00000	EA	1,000.00000	1,000.00000	150,000.00000	5.00000	1000.00000	add

Currency: USD Total Bid Value: 250,000.00000

[Preview Bid](#) [View Auction Status](#) [Reset](#) [Close](#)

Internet | Protected Mode: On



QUESTIONS???

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



WARFIGHTER SUPPORT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT